

FRENCH INDO-CHINA

disposal. The government is the only bulwark of the masses' defence, and is a co-operative link between the two. The new social classes are the product and the problem of French colonization.

The Annamite bourgeoisie are principally landed proprietors, but there are a certain number of native industrialists and merchants.

Indo-China has always been overwhelmingly agricultural. Before the conquest there were very few native industries and those of a family order. In 1906 a French writer was able to enumerate twenty-six objects of native manufacture—principally mother-of-pearl incrustations, wood carving, and lacquer, but they were in decadence long before the French came. Other industries, like salt, were ruined by the monopolies: copper, cloth, and iron objects were killed by European and Japanese competition. Weaving, pottery, brick-making are inferior to the Chinese production and only for family use, but they could be enormously improved by new methods. Modern businesses which are mainly in native hands are auto and river traffic, printing presses, tile factories, and cabinet-making.

The French were without doubt responsible for the Annamites' interest in commerce, for up to their coming it had been lodged without protest in Chinese hands. The great majority of Annamites raised enough for their scant needs, foreign commerce was forbidden, communications non-existent, and the natives seemed to realize their inability to compete with those most brilliant of all merchants, their former masters. Psychological obstacles as well as inexperience have handicapped Annamites in their attempts to assault the Chinese commercial monopoly. Foresight and thrift are virtues whose cultivation Annamite insecurity never permitted, and whose lack prevents their undertaking

large-scale enterprises. Annamite stockholders have a propensity for withdrawing their money at short notice from an investment that does not give immediate profits. In addition to the fact that little Annamite capital is available, they understand only two uses for money: to bury it in the **fkcoily** jar or jewels, or to lend it at usurious rates. An Aimamite's interests never go beyond his commune's gates, so the incessant travel roqpkei for commercial knowledge and sales is antipathetic to Mm. He does *wt* concern himself with improvements and infinitely prefers routine* AnnaijDates **cannot** differentiate between commercial **ability crookety*** History is- **fall** of their quarrels, and of no instance **of** «M>peiiti0fL Anaamites thrive on **lawsuits** and mutual **tiheft. T3*e** are superior in commerce to the men, but both are puerilely **addicted to** smdtsodb **v&fo&y. In** sacks of com, Aanamlte
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